



# What Is a Used Car?

**E**VERYBODY'S car is a USED car. Did you ever think of it in that way?

Most of the cars you have admired have been USED cars—those that have passed you in the streets and highways—those you have seen parked throughout the city—those you have ridden in with friends!

Many of them you would have liked to own. You would have been proud—satisfied—and confident of the service and value in these USED cars.

Did you ever stop to think that some reliable automobile dealer may have on his floor, waiting for you, the very car you have seen in service, and admired?

And at a remarkably low price?

That VERY car may be there ready for you. It is a USED car, of course, but it was a USED car when you first saw and liked it!

Why not look around through the salesrooms of the reliable automobile dealers, listed below, and know first-hand what remarkable values they are offering in USED cars?

When a car owner sells his automobile, he always sacrifices something beyond the actual material value of that car. The mere fact that a car has been in service discounts its sales

value out of proportion to the actual depreciation in the car itself.

Merely because it HAS been used it sells for less than it is actually worth.

The tangible value is there just the same—but human nature expects and GETS a certain discount in price just because the car can not be said to be NEW.

Some of the greatest values in motor cars today exist in these USED cars.

But you can be sure of these values only by dealing with an established, reliable automobile dealer who is in business to stay.

The established automobile dealer acquires USED cars as a part of his regular business of selling NEW cars. These USED cars are, therefore, not bought to be sold at a profit. They are cars of real merit, or these dealers would not have them.

The dealers listed below are established, reputable and reliable automobile dealers. The USED cars which they offer can be depended upon. The values are exceptional—and the prices are low.

These reliable dealers display the symbol shown at the top of this page—your assurance of "Used Cars of Known Value." Call on these dealers—see what they have to offer—and know their prices. You will be agreeably surprised.

—The Automobile Editor

## Buy With Confidence From These Established Merchants

**Cole Motor Co. of N. Y.**  
Broadway at 61st St. Tel. Columbus 6651

**Haynes Automobile Co. of N. Y.**  
1715 Broadway Tel. Circle 1346

**Hudson Motor Car Co. of N. Y.**  
236 W. 59th St. Tel. Columbus 7460

**Hulett Motor Car Co., Inc.**  
Broadway at 62d St. Tel. Columbus 1011

**Marmon Automobile Co. of N. Y.**  
1880 Broadway Tel. Columbus 5080

**Packard Motor Car Co. of N. Y.**  
Broadway at 61st St. Tel. Columbus 8900

**Warren Nash Motor Corp.**  
1928 Broadway Tel. Columbus 6370

**Paige-Detroit Co. of N. Y.**  
Broadway at 56th St. Tel. Circle 6370

**Poertner Motor Car Co.**  
1759 Broadway Tel. Circle 1186

**Peerless Motor Car Co.**  
Broadway at 63d St. Tel. Columbus 8763

This Symbol Displayed

By These Dealers

